

This record is a partial extract of the original cable. The full text of the original cable is not available.

181049Z Sep 02

2002HANOI02272 - CONFIDENTIAL

CONFIDENTIAL PTQ6872

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ACTION EAP-00

|      |         |         |         |         |         |        |         |
|------|---------|---------|---------|---------|---------|--------|---------|
| INFO | LOG-00  | NP-00   | AID-00  | AIT-03  | ACQ-00  | CEA-01 | CIAE-00 |
|      | COME-00 | CTME-00 | DOEE-00 | PERC-00 | SRPP-00 | DS-00  | EB-00   |
|      | EXIM-01 | E-00    | FBIE-00 | VC-00   | FRB-00  | H-01   | TEDE-00 |
|      | INR-00  | ITC-01  | L-00    | VCE-00  | MED-07  | AC-01  | NSAE-00 |
|      | NSCE-00 | OES-01  | OMB-01  | OPIC-01 | CAEX-01 | PA-00  | PM-00   |
|      | PRS-00  | ACE-00  | P-00    | SP-00   | SSO-00  | STR-00 | TRSE-00 |
|      | USIE-00 | EPAE-00 | PMB-00  | DSCC-00 | PRM-00  | DRL-02 | G-00    |
|      | NFAT-00 | SAS-00  | /021W   |         |         |        |         |

-----E909DE 181058Z /38

FM AMEMBASSY HANOI  
TO SECSTATE WASHDC 7583  
INFO AMEMBASSY BEIJING  
AMEMBASSY PHNOM PENH  
AMEMBASSY SEOUL  
AMEMBASSY TOKYO  
AIT TAIPEI 0702  
SECDEF WASHDC  
USCINCPAC HONOLULU HI

C O N F I D E N T I A L SECTION 01 OF 02 HANOI 002272

SIPDIS

STATE FOR EAP/BCLTV

E.O. 12958: DECL: 09/18/12

TAGS: [PREL](#) [EAID](#) [ETRD](#) [MARR](#) [VM](#) [CVR](#)

SUBJECT: "WIN US OVER"

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REF: A. HANOI 2202 (NOTAL) B. HANOI 2259  
- C. HANOI 2260 C. HANOI 2261

11. (U) CLASSIFIED BY AMBASSADOR RAYMOND BURGHARDT,  
REASON: 1.5 (D)

12. (C) AMBASSADOR'S SCHEDULED SEPTEMBER 17 MEETING TO  
DISCUSS CHINA (REF A) WITH VICE FOREIGN MINISTER LE VAN  
BANG (FORMERLY AMBASSADOR TO U.S., AND NOW RESPONSIBLE  
FOR NORTHEAST ASIA) WAS UNAVOIDABLY DIVERTED INTO A  
DISCUSSION OF PRESSING BILATERAL ISSUES (REFS C-D).

13. (C) BANG CAME PREPARED WITH SOME THOUGHTS ON THE  
US-VIETNAM BILATERAL RELATIONSHIP. READING FROM THREE  
PAGES OF PRINTED NOTES, HE URGED THAT THE U.S. DO MORE  
TO "BUILD TRUST," OFFERING THE FOLLOWING SUGGESTIONS:  
-- MORE HIGH LEVEL MEETINGS, HOWEVER SHORT, SUCH AS  
THE FOREIGN MINISTER'S RECENT CALL ON DEPUTY SECRETARY  
ARMITAGE, AND THE POSSIBILITY OF AN UPCOMING TALK (EVEN  
TEN MINUTES) BETWEEN THE PRESIDENT AND PRIME MINISTER  
PHAN VAN KHAI AT APEC;  
-- CONTINUE DIALOGUES ON HUMAN RIGHTS AND POLITICAL  
ISSUES, AREAS OF ONGOING DISAGREEMENTS;  
-- ESTABLISH A DISPUTE SETTLEMENT BODY IN THE CONTEXT  
OF THE BILATERAL TRADE AGREEMENT (AMBASSADOR NOTED THAT  
THE EXISTING BTA-RELATED MECHANISM ALREADY PROVIDES A  
GOOD FORUM FOR THIS);  
-- AVOID LETTING CONTROVERSIAL ISSUES SUCH AS ETHNIC  
MINORITIES, HUMAN RIGHTS, AND RELIGIOUS FREEDOM BE  
"PROMINENT" IN BILATERAL RELATIONS, BUT INSTEAD SEEK  
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WAYS TO SOLVE DISAGREEMENTS "CONSTRUCTIVELY, NOT AT THE  
EXPENSE OF THE RELATIONSHIP."

14. (C) VFM BANG EMPHASIZED THAT "FRANKLY, YOU MUST  
HAVE A WAY TO WIN OVER VIETNAM" IN A MANNER THAT WOULD  
BE "CONDUCTIVE TO US POLICY IN SOUTHEAST ASIA." (HE  
USED THE SAME PHRASEOLOGY IN A CONVERSATION WITH THE  
DCM AT POST'S 9/11 CEREMONY, WHERE HE ALSO SAID THAT  
VIETNAM WANTS TO BE "WITH" THE U.S.) HE WELCOMED US  
INTEREST IN A "STRATEGIC RELATIONSHIP" BETWEEN THE U.S.  
AND VIETNAM, AND REITERATED A NEED TO SOLVE SENSITIVE  
ISSUES "QUIETLY." HE OFFERED THANKS FOR US AID  
PROGRAMS, ESPECIALLY RELATED TO LEGAL AND  
ADMINISTRATIVE REFORM, AND EXPRESSED INTEREST IN  
VIETNAM'S INCLUSION IN THE MILLENNIUM CHALLENGE FUND.  
AMBASSADOR NOTED OTHER US HUMANITARIAN AID PROGRAMS AS  
WELL, AND DESCRIBED US FRUSTRATION AT DIFFICULTIES IN

INCREASING AID IN THE CENTRAL HIGHLANDS. VFM BANG  
RETORTED THAT "SOMETIMES NOT TO HELP IS TO HELP."

15. (C) VFM BANG DESCRIBED BURGEONING RELATIONS  
ELSEWHERE, POINTING TO COMMUNIST PARTY GENERAL  
SECRETARY NONG DUC MANH'S OCTOBER TRIP TO JAPAN, A

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"GOOD VISIT" BY DEPUTY PRIME MINISTER NGUYEN TAN DUNG  
TO SOUTH KOREA RECENTLY, "GOOD RELATIONS" WITH TAIWAN  
(NOW INCLUDING "65,000 SONS-IN-LAW"), "FRIENDLY"  
RELATIONS WITH CHINA, AND EXPANDED TIES WITHIN ASEAN  
AND IN ASEM. HE STRESSED THAT VIETNAM ALSO "VERY MUCH  
WANTS TO IMPROVE RELATIONS" WITH THE U.S. TO A "HIGHER  
LEVEL," AND ASKED FOR AMBASSADOR'S PERSONAL HELP IN  
ACHIEVING THIS. HE URGED THAT VIETNAM AND THE U.S.

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WORK TOGETHER TOWARD IMPROVING THE STABILITY OF THE  
WHOLE REGION, EVEN FARTHER AFIELD SUCH AS THE KOREAN  
PENINSULA AND CHINA.

16. (C) AMBASSADOR EXPRESSED AGREEMENT WITH THIS GOAL,  
NOTING EFFORTS TO ARRANGE HIGH LEVEL TRIPS IN BOTH  
DIRECTIONS, AND TO UTILIZE THESE MEETINGS TO RAISE THE  
LEVEL OF DISCUSSION. VFM BANG NOTED THAT, WHILE THE  
STATE DEPARTMENT AND MFA WERE OF SIMILAR MINDS ON THIS  
GOAL, IT WAS IMPORTANT TO CONVINCE OTHER DEPARTMENTS --  
NOTABLY THE PENTAGON AND THE MINISTRY OF NATIONAL  
DEFENSE (MND) -- OF THE DESIRABILITY OF SUCH TIES. HE  
SUGGESTED THAT THE "ENVIRONMENT WAS NOT CONDUCIVE" FOR  
FALL 2002 VISIT TO THE U.S. BY DEFENSE MINISTER TRA,  
URGING THE U.S. INSTEAD TO "BUILD UP" MILITARY-TO-  
MILITARY TIES FIRST. AMBASSADOR RECOUNTED EXISTING  
FORMS OF MILITARY COOPERATION SUCH AS IN MEDICAL  
RESEARCH, AS WELL AS ONGOING TALKS ON FUTURE SHIP  
VISITS. (NOTE: THE LAST CONVERSATION BETWEEN DATT AND  
MND REGARDING MINISTER TRA'S TRIP INDICATED THAT HE WAS  
STILL HOPING TO TRAVEL TO THE U.S. IN THE LATE  
NOVEMBER/EARLY DECEMBER TIMEFRAME. END NOTE)

17. (C) COMMENT: VFM BANG RETAINS A PROPRIETARY  
INTEREST IN US-VIETNAM RELATIONS, GIVEN HIS PERSONAL

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ACTION EAP-00

|      |         |         |         |         |         |         |         |
|------|---------|---------|---------|---------|---------|---------|---------|
| INFO | LOG-00  | NP-00   | AID-00  | AIT-03  | ACQ-00  | CEA-01  | CIAE-00 |
|      | COME-00 | CTME-00 | DOEE-00 | SRPP-00 | DS-00   | EB-00   | EXIM-01 |
|      | E-00    | FBIE-00 | VC-00   | FRB-00  | H-01    | TEDE-00 | INR-00  |
|      | IO-00   | ITC-01  | L-00    | VCE-00  | AC-01   | NSAE-00 | NSCE-00 |
|      | OES-01  | OMB-01  | OPIC-01 | PA-00   | PM-00   | PRS-00  | ACE-00  |
|      | P-00    | SP-00   | SSO-00  | STR-00  | TRSE-00 | USIE-00 | PMB-00  |
|      | DSCC-00 | PRM-00  | DRL-02  | G-00    | NFAT-00 | SAS-00  | /013W   |

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R 181049Z SEP 02  
FM AMEMBASSY HANOI  
TO SECSTATE WASHDC 7584  
INFO AMEMBASSY BEIJING  
AMEMBASSY PHNOM PENH  
AMEMBASSY SEOUL  
AMEMBASSY TOKYO  
AIT TAIPEI 0703  
SECDEF WASHDC  
USCINCPAC HONOLULU HI

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ROLE OVER THE PAST DECADE IN SHEPHERDING THIS  
RELATIONSHIP. HE IS LIKELY DISTURBED AT THE  
POSSIBILITY THAT US-VIETNAM TIES ARE FAILING TO KEEP  
PACE WITH THE SOMETIMES OVERWHELMING DIPLOMATIC EFFORTS  
OF NORTHEAST ASIAN STATES, AS WELL AS THE LARGER  
ECONOMIC AND ASSISTANCE ROLES JAPAN, SOUTH KOREA, AND  
TAIWAN PLAY HERE. WE AGREE WITH HIS ASSESSMENT THAT IT  
IS IMPORTANT FOR THE USG NOT ONLY TO DO MORE  
BILATERALLY, BUT ALSO TO BE SEEN AS DOING MORE HERE.  
THIS IS A TOUGH TASK IN A COUNTRY WHERE THE MEDIA IS SO  
CONTROLLED, OFTEN INDEED BY ELEMENTS OF THE CPV AND GVN  
NOT ESPECIALLY INCLINED TO BE FAVORABLE TOWARD THE US.  
DAS DALEY'S VISIT, THE PROBABLE OCTOBER POLITICAL  
DIALOGUE, HOPEFULLY A PRESIDENTIAL PHOTO OP AT APEC  
WITH THE PM, AND THE POSSIBLE DECEMBER VISIT HERE BY  
THE MARINE CORPS COMMANDANT OFFER SOME SHORT-TERM

BOOSTS TO THE VISIBILITY OF OUR BILATERAL TIES. BUT,  
AS BANG ACKNOWLEDGED, PROGRESS WILL CONTINUE TO BE  
SLOWED BY LEADERSHIP ELEMENTS WHO ARE LESS ENTHUSIASTIC  
ABOUT US-VIETNAM TIES THAN THE FOREIGN MINISTRY. SOME  
OF THESE PEOPLE -- IN THE MILITARY, PUBLIC SECURITY,  
AND PROPAGANDA FIELDS, FOR EXAMPLE -- MAY ALSO BE MORE  
RECEPTIVE TO BEIJING THAN BANG (REF A).  
BURGHARDT

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